

ANALYSIS OF ACCOUNTING INFORMATION SYSTEMS IN THE SALES AND CASH RECEIPTS CYCLE TO IMPROVE INTERNAL CONTROL AT CV. PESONA FAJAR SELATAN (LUWES PONOROGO BRANCH)

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ABSTRACT

This research is entitled " Analysis of Accounting Information Systems Sales Cycle and Cash Receipts to Improve Internal Control CV. Pesona Fajar Selatan (Cab. Luwes Ponorogo)". The formulation of the problem in this thesis is (1) How to apply the sales accounting information system and cash receipts on CV. Pesona Fajar Selatan (Cab. Luwes Ponorogo), (2) What is the implementation of the internal control system of sales and cash receipts in CV. Pesona Fajar Selatan (Cab. Luwes Ponorogo) has been effective. Method This research uses descriptive qualitative by using primary and secondary data taken from CV. Pesona Fajar Selatan (Cab. Luwes Ponorogo). Data was collected through interviews, observation and documentation. The results of this study indicate that: (1) Application of sales accounting information systems and cash receipts on CV. Pesona Fajar Selatan (Cab. Luwes Ponorogo) is generally adequate, this is driven by the functions, procedures, documents and records required in the company's operations that have been running smoothly and coordinated as much as possible so that information and sales of goods can be carried out and communicated at any time , (2) Implementation of the internal control system in CV. Pesona Fajar Selatan (Cab. Luwes Ponorogo) is sufficient, based on the 2013 COSO (Commite Of Sponsoring Organization of the Treadway Commission) component.

Keywords: Accounting Information System, Sales of Goods, Cash Receipts, Internal Control, COSO 2013

INTRODUCTION

The advancement and development of the business environment today have grown rapidly in line with the progression of time. Increasingly intense business competition requires company owners to manage their businesses as effectively as possible in order to compete and survive under any conditions. Considering that the primary objective of a company is to sustain its continuity, this can be achieved through sales and cash receipts. In carrying out company operations, a system is required to maintain stability and minimize potential risks that may occur. The implementation of an effective system in sales and cash receipts activities enables operations to be conducted in accordance with the company's Standard Operating Procedures (SOP).

In improving company profitability, a system known as the Accounting Information System is utilized. A well-established Accounting Information System can assist a company in providing the necessary accounting information and other information related to its business processes. The Accounting Information System for sales and cash receipts can also help the company control its operational activities. Sales refer to activities in which a seller transfers goods or services to a buyer, and the buyer subsequently makes payment for the goods or services received, either in cash or on credit (Mulyadi, 2008).

The sales and cash receipts system plays an important role and has a significant influence on a company's success, as sales represent activities carried out to generate profit, while cash

receipts serve as an initial measure to assess the profit obtained by the company. CV. Pesona Fajar Selatan is a company engaged in the fashion industry. The company has its head office in Surabaya and oversees several subsidiaries, one of which is InEster Fashion. InEster Fashion has opened branches in various major cities, including Ponorogo, with its outlet located at Luwes Ponorogo. The products offered include teenage tops, sweaters, dresses, women's tops, gamis, outerwear, and others.

The difference between this study and previous research lies in its approach. Prior studies primarily focused on components and control principles, including forms and systems of sales, related functions, documents used, records maintained, information, and procedural networks. In contrast, this study employs the COSO 2013 framework (Committee of Sponsoring Organizations of the Treadway Commission), which encompasses the control environment, risk assessment, control activities, information and communication, and monitoring. Additionally, this study utilizes comprehensive documentation to provide stronger evidence regarding the role of the Accounting Information System in improving internal control within the company. Without proper control of the Accounting Information System, a company may face potential losses that threaten its sustainability due to undetected fraud or the ineffective implementation of Standard Operating Procedures (SOP). Based on the background of the problem described above, the objectives of this study are: (1) to determine the implementation of the Accounting Information System for sales and cash receipts at CV. Pesona Fajar Selatan (Luwes Ponorogo Branch), and (2) to evaluate whether the implementation of internal control over sales and cash receipts is effective at CV. Pesona Fajar Selatan (Luwes Ponorogo Branch).

LITERATURE REVIEW AND RESEARCH FOCUS

Accounting Information System

According to George H. Bodnar and William S. Hopwood (2006), an Accounting Information System (AIS) is an integration of tools and human resources designed to transform financial and other data into useful information. Winarno (2006) states that information is processed data that is useful for decision-making. To generate the required information, an Accounting Information System, according to Krismiaji (2010), performs several stages:

(1) Collecting transaction evidence, (2) Processing transaction data, (3) Storing data for future use, (4) Generating information for reporting purposes, (5) Managing all processes to produce accurate information

Accounting Information System for Sales and Cash Receipts

Sales Accounting Information System

Sales refer to company activities in which goods or services are transferred from the seller to the buyer, followed by payment made either in cash or on credit (Mulyadi, 2008). The Sales Accounting Information System is an information system that applies structured methods and procedures to generate, analyze, distribute, and utilize information to support decision-making related to sales. Cash sales are transactions that require buyers to make payment before the delivery of goods (Mulyadi, 2010). According to Mulyadi (2010), sales transactions are classified into four types:

1. Cash Sales – payment is made prior to the delivery of goods or services.
2. Credit Sales – goods are delivered according to the buyer's order, and payment is collected within a specified period.
3. Installment Sales – transactions involving a down payment (DP), with the remaining balance paid in installments.
4. Consignment Sales – goods are entrusted to another party for sale based on agreed pricing terms.

Based on the above explanation, it can be concluded that the Sales Accounting Information System is a system that applies procedures to conduct buying and selling transactions, either in cash or on credit.

Cash Receipts Accounting Information System

According to Mulyadi (2013), the Cash Receipts Accounting Information System is a system used to record and manage cash inflows derived from receivables or cash sales that are readily available for company operations. Saifudin (2017) states that a cash receipts system facilitates data retrieval, enabling management to make timely decisions. Cash receipts from cash sales, according to Mulyadi (2008), are categorized into:

1. Cash Receipts from Over-the-Counter Sales – customers visit the outlet, select products, make payments to the cashier, and receive the purchased goods.
2. Cash Receipts from Cash-on-Delivery (COD) Sales – transactions involving postal services, public transportation, or company delivery in distributing goods and collecting payments.
3. Cash Receipts from Credit Card Sales – transactions where credit cards function as a payment method for buyers and a billing mechanism for sellers.

Internal Control

According to Mulyadi (2016), internal control refers to a system within a company that includes organizational structure, safeguarding of assets, and accurate verification processes to ensure reliable accounting data and efficient operations. Carl S. Warren (2014) defines internal control as a supporting mechanism for companies in formulating strategies, evaluating, and analyzing operational activities. William F. Messier Jr. (2014) states that internal control influences directors, management, and employees in guiding the achievement of organizational objectives.

According to COSO (2013), internal control is a process involving all members of the organization aimed at ensuring operational efficiency and effectiveness, compliance with laws and regulations, and reliability of financial reporting. It consists of the following components:

1. Control Environment

The control environment represents the foundation of internal control within an organization, including:

- a. External influences
- b. Human resource policies and practices
- c. Assignment of responsibility and authority
- d. Management philosophy and operating style
- e. Commitment to ethical values and integrity
- f. Audit committee and board of directors
- g. Organizational structure

2. Risk Assessment

Risk assessment refers to potential events that may negatively impact company objectives.

Risks may arise from:

- a. Intentional actions (e.g., fraud, theft, sabotage)
- b. Unintentional actions (e.g., human error, inadequate systems)
- c. Natural disasters
- d. Software errors (e.g., system overload)

3. Control Activities

Control activities are actions implemented to minimize risks. There are five types:

- a. Segregation of duties
- b. Adequate records and documentation
- c. Restricted access to assets
- d. Accountability checks and performance reviews
- e. Controls over information processing

4. Information and Communication

This component involves the process of obtaining, processing, and communicating information effectively so that all individuals can perform their responsibilities appropriately.

5. Monitoring

Monitoring refers to supervising the implementation of internal control to ensure compliance and enable timely corrective actions.

Based on the COSO Integrated Framework (2013), internal control is considered effective when all five components and sixteen principles are properly implemented.

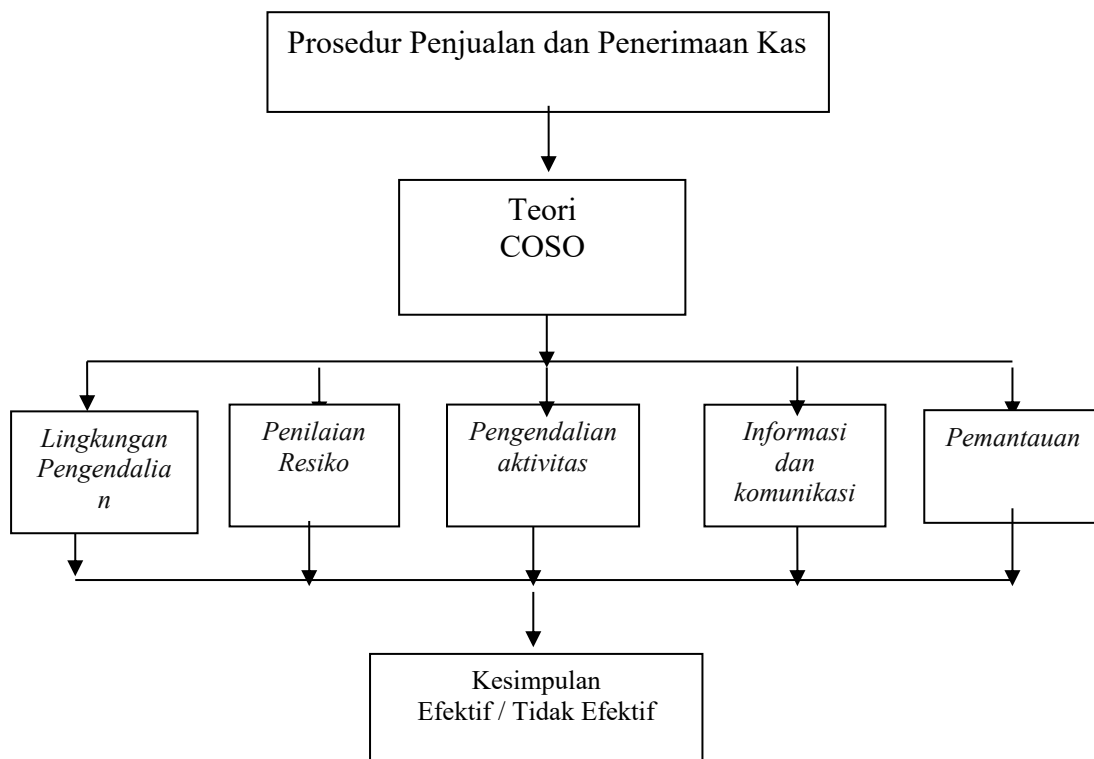
Internal Control of Cash Receipts

Effective internal control over cash receipts requires well-established procedures for both cash inflows and outflows. There are three main principles:

1. Proper segregation of duties, where transaction recording functions must not be combined with cash handling responsibilities
2. Daily deposit of cash receipts into the bank
3. All cash disbursements, regardless of amount, must be recorded

Cash receipts from cash sales should be processed using a cash register during transactions. Cash inflows originate from both cash and credit sales. Strict supervision of cash receipts is necessary to prevent fraud and misappropriation:

Conceptual Framework



Gambar 1.1
Kerangka Berfikir

RESEARCH METHOD

Bagian Scope of the Study

This study was conducted at CV. Pesona Fajar Selatan (Luwes Ponorogo Branch). The research utilized data obtained from CV. Pesona Fajar Selatan located at the Luwes Ponorogo Branch, Jl. K.H. Ahmad Dahlan No. 100, Ponorogo. The reason for selecting this company as the research object is that the researcher identified a phenomenon in which the implementation of the sales and cash receipts cycle differs from that of other companies.

Data Sources

The data used in this study consist of primary and secondary data. Primary data were obtained through direct observation and interviews with relevant parties, including the company owner, area manager, administrative staff, sales personnel, cashier, and warehouse staff. Secondary data were obtained from financial report documentation of CV. Pesona Fajar Selatan (Luwes Ponorogo Branch).

Operational Definition of Variables

The operational definition of variables refers to the practical and observable meaning of variables within the scope of the research object. The operational variables used in this study are based on the COSO (2013) framework, which includes:

1. Control Environment

The control environment refers to the organizational foundation for implementing an internal control system.

2. Risk Assessment

Risk assessment refers to potential events that may negatively impact the company's objectives.

3. Control Activities

Control activities refer to actions established to minimize potential risks.

4. Information and Communication

This component involves the process of obtaining, sharing, and providing information.

5. Monitoring

Monitoring refers to supervising the implementation of internal control to ensure compliance and enable timely decision-making.

Data Collection Techniques

Data in this study were collected using the following techniques: Interviews, Observations, Documentation.

Data Analysis Method

The data analysis method used in this study is the qualitative descriptive method, which is employed to analyze data and draw broader conclusions. In this study, the researcher analyzes the accounting information system of the sales and cash receipts cycle to enhance internal control, followed by drawing conclusions based on the analysis.

The analytical steps carried out in this study are as follows:

1. Analyzing supporting elements of the Accounting Information System for sales and cash receipts to improve internal control.
2. Applying qualitative descriptive analysis based on explanatory descriptions and statements to interpret events.
3. Drawing conclusions regarding the Accounting Information System for sales and cash receipts in improving internal control.
4. Based on the COSO (2013) framework, the analysis includes five components:
 - a. Control environment analysis
 - b. Risk assessment analysis
 - c. Control activities analysis
 - d. Information and communication analysis
 - e. Monitoring analysis.

RESEARCH RESULT AND DISCUSSION

Company Overview

CV. Pesona Fajar Selatan is a company operating in the fashion industry. The company oversees several subsidiaries, one of which is InEster Fashion. InEster Fashion has opened branches in various major cities, including Ponorogo, with its outlet located at Luwes Ponorogo. InEster Fashion continuously strives to become a pioneer in up-to-date fashion trends. In marketing its products, the company pays close attention to product quality. The products offered by CV. Pesona Fajar Selatan (InEster) include blouses (teenage tops), jackets, hoodies, dresses, jumpsuits, women's tops, tunic t-shirts, gamis, overalls, sets, pants, and outerwear. CV. Pesona Fajar Selatan (Luwes Ponorogo Branch) implements both cash sales and consignment sales transactions. Meanwhile, cash receipts are obtained from cash sales and incoming goods transactions. To support the smooth operation of its business activities, the company requires an

Accounting Information System for sales and cash receipts in order to strengthen its internal control.

Accounting Information System for Sales and Cash Receipts at CV. Pesona Fajar Selatan (Luwes Ponorogo Branch)

The Sales Accounting Information System is an information system that applies procedures and methods designed to generate, analyze, distribute, and obtain information to support decision-making related to sales. The sales system implemented at CV. Pesona Fajar Selatan (Luwes Ponorogo Branch) is generally similar to that applied in other retail stores. According to Mulyadi (2010), there are four classifications of sales transactions. However, CV. Pesona Fajar Selatan (Luwes Ponorogo Branch) only applies two types, namely cash sales and consignment sales, which include:

Cash sales at CV. Pesona Fajar Selatan (Luwes Ponorogo Branch) are conducted when customers visit the outlet directly and make payments through the available cashier, after which they receive a cash register receipt. The documents used by the company are considered adequate and include:

1. Cash Sales Invoice
2. Cash Register Tape (Receipt)
3. Sales Price Recapitulation

The functions related to cash sales, based on Mulyadi (2010), are considered adequate and are carried out in accordance with assigned responsibilities, including:

1. Sales Function

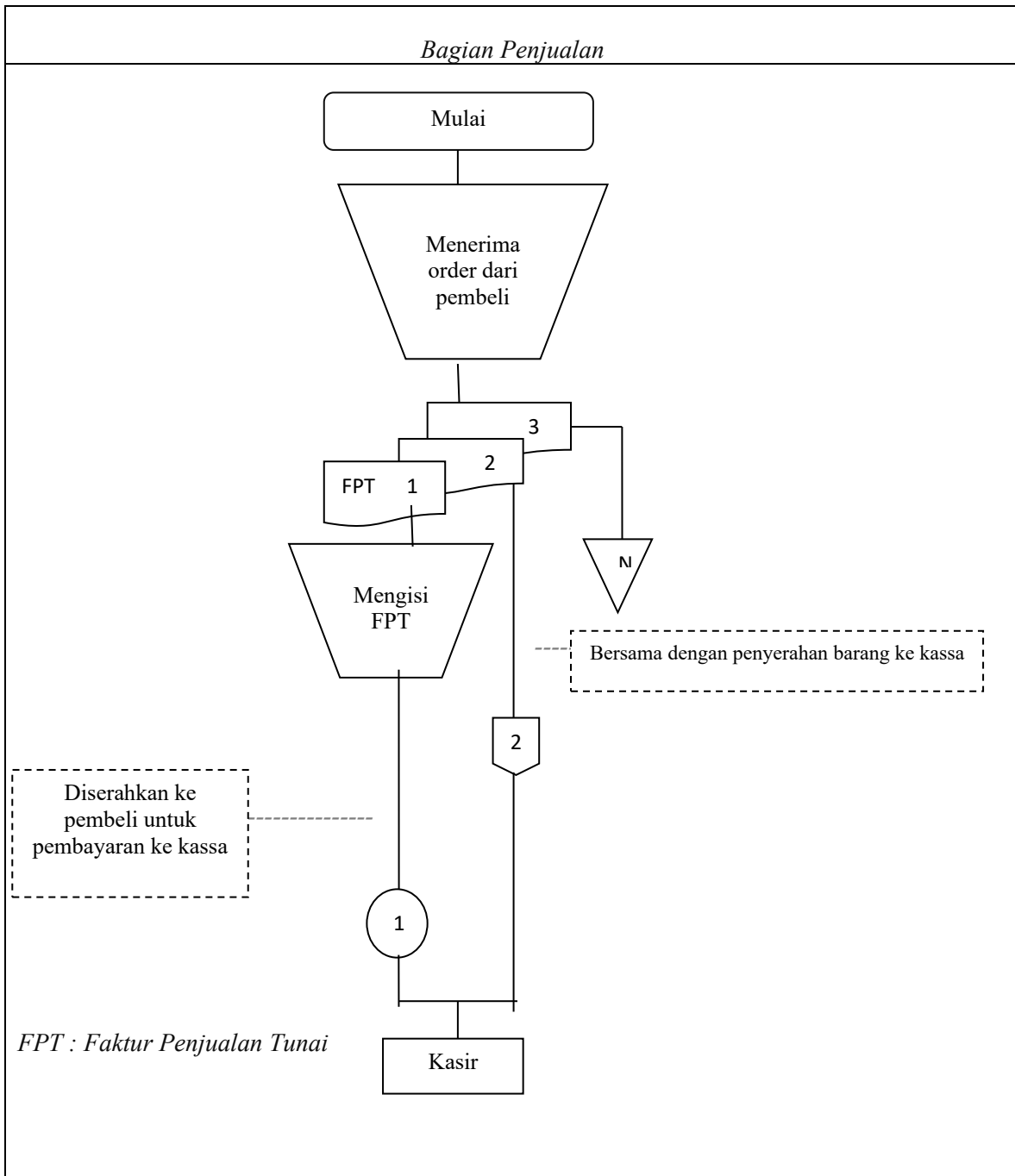
This function is performed by Sales Promotion Girls (SPG), who are responsible for selling products and providing optimal service to customers.

2. Cash Function

This function is carried out by the cashier, who handles payment transactions in cash sales.

3. Accounting Function

This function is performed by the head office, which processes financial reports and deposits daily transaction revenues into the bank.



Gambar 4.1
Sistem Informasi Akuntansi Pada Flowchart Penjualan Tunai
CV. Pesona Fajar Selatan Cab.Luwes Ponorogo

The consignment sales accounting information system at CV. Pesona Fajar Selatan (Luwes Ponorogo Branch) has been implemented effectively and operates smoothly, in line with the theory proposed by Afriyanto (2014), which emphasizes the existence of an agreement between the consignee and consignor regarding the management of goods. This agreement includes a 30% discount from the purchase price, which subsequently results in a selling price that is lower than the purchase price. The sales flow is similar to that of cash sales; however, in consignment sales,

there is a billing process. In this case, CV. Pesona Fajar Selatan (Luwes Ponorogo Branch) conducts billing activities at Luwes Pati.

The cash receipts accounting information system at CV. Pesona Fajar Selatan (Luwes Ponorogo Branch) has also been implemented effectively and operates smoothly, in accordance with the theory proposed by Mulyadi (2013). This system is supported by relevant documents such as daily cash sales reports, incoming goods receipts, and monthly sales recap reports. Cash receipts at CV. Pesona Fajar Selatan (Luwes Ponorogo Branch) are conducted through over-the-counter sales, where customers directly visit the outlet, select products, and make payments to the available cashier.

Internal Control

According to COSO (2013), internal control is a process that involves all members of an organization and has the primary objectives of ensuring operational effectiveness and efficiency, reliability of financial reporting, and compliance with applicable laws and regulations.

Internal control consists of five components and sixteen principles that are used to determine whether internal control is effective, which include:

Tabel 4.1
 Hasil Penerapan COSO

Teori COSO	Indikator	Hasil	
		Sesuai	Tidak
1. Lingkungan Pengendalian Lingkungan pengendalian adalah suatu sarana organisasi atau perusahaan dalam menjalankan suatu sistem pengendalian	a) Filosofi dan gaya operasional manajemen	√	
	b) Komitmen terhadap nilai integritas dan nilai etika	√	
	c) Komite audit dan dewan direksi	√	
	d) Struktur organisasi	√	
	e) Penetapan otoritas dan tanggung jawab	√	
	f) Kebijakan dan praktek sumber daya manusia	√	
	g) Pengaruh eksternal.	√	
b)Penilaian Resiko Penilaian Resiko adalah suatu kemungkinan yang akan terjadi dan berdampak merugikan tujuan perusahaan nantinya	a) Tindakan sengaja	√	
	b) Tindakan tidak disengaja	√	
	c) Bencana alam		√
	d) Kesalahan perangkat lunak	√	
c)Pengendalian aktivitas Pengendalian aktivitas adalah suatu kegiatan pengendalian yang mencakup tindakan yang telah ditetapkan dan adanya pengendalian aktivitas dapat meminimalisir resiko yang akan terjadi.	a) Pemisahan tugas	√	
	b) Dokumen dan catatan yang memadai	√	
	c) Pembatasan akses terhadap asset	√	
	d) Pemeriksaan akuntabilitas dan ulasan kerja	√	
	e) kontrol atas proses informasi	√	
4. Informasi dan komunikasi	a) Memperoleh informasi	√	

Informasi dan komunikasi dalam pengendalian internal adalah proses memperoleh, membagikan dan menyediakan informasi	b) Membagikan informasi	√	
	c) Menyediakan informasi	√	
5. Pemantauan Pemantauan adalah suatu bentuk pengawasan atau evaluasi dari kegiatan operasional perusahaan	Sesuai Standard Operating Procedure (SOP) perusahaan yang sifatnya menyesuaikan keadaan	√	

Sumber : Data Olahan (Diperoleh dari hasil wawanca dan observasi pada CV. Pesona Fajar Selatan Cab. Luwes Ponorogo).

The implementation of the accounting system at CV. Pesona Fajar Selatan (Luwes Ponorogo Branch) is considered effective, as the company has applied the five components and sixteen principles of the COSO (2013) framework, which include:

1. Control Environment

The control environment represents the organizational foundation for implementing an internal control system. It includes:

- a. Management philosophy and operating style
- b. Commitment to integrity and ethical values
- c. Audit committee and board of directors
- d. Organizational structure
- e. Assignment of authority and responsibility
- f. Human resource policies and practices
- g. External influences

The control environment implemented at CV. Pesona Fajar Selatan (Luwes Ponorogo Branch) is considered effective. This is evidenced by the disciplined and consistent implementation of the company's Standard Operating Procedures (SOP).

2. Risk Assessment

Risk assessment refers to potential events that may negatively affect the company's objectives.

Risks may arise from:

- a. Intentional actions have occurred within the company, such as theft by customers. However, this issue can be detected through sensor devices; if items are taken out of the store, the alarm will sound. The issue is resolved through established procedures, including requiring compensation several times the selling price and signing a formal statement.
- b. Unintentional actions have also occurred, such as human error. For example, in some cases, cash sales invoices are not issued, and customers directly proceed to payment at the cashier. Since sales reports are based on these invoices, this may result in discrepancies in the sales report. However, such discrepancies are identified and corrected during monthly reporting.
- c. To date, no risks related to natural disasters have been identified.
- d. Software-related issues have occurred due to excessive data input, resulting in inconsistent or duplicate data.

Overall, risk assessment at CV. Pesona Fajar Selatan (Luwes Ponorogo Branch) has encountered several issues, such as human error and technical problems. However, these issues are resolved through coordination between employees and management to reach appropriate decisions.

3. Control Activities

Control activities refer to actions implemented to minimize risks. There are five types of control procedures:

- a. Tasks are divided among employees to prevent human error, such as separating responsibilities in sales, packing, and delivery.
- b. Documentation is considered adequate, as it serves as physical evidence for storing information. Documents include daily cash sales reports, monthly sales recapitulation books, cash inflow records with ending balances, incoming goods receipts, and stock opname records.
- c. Access to assets is limited and can only be authorized by management to prevent misuse or deviations from established targets.
- d. Asset records must correspond to actual assets. Any discrepancies identified during inspections are followed up immediately, either online or during site visits. This includes checking irregularities such as differences in sales or inventory.
- e. This involves ensuring the accuracy of data and information. For example, information submitted from the Luwes Ponorogo branch to the head office is re-verified through Sales Promotion Girls (SPG) at the branch level.

4. Information and Communication

Information and communication in internal control involve obtaining, sharing, and providing information. Information is obtained from Luwes Ponorogo and then forwarded to the head office of CV. Pesona Fajar Selatan. Conversely, information such as discounts or promotions from the head office is communicated to the branch. Communication is conducted through regular visits and monthly briefings to discuss field issues, as well as continuous online communication to ensure timely information exchange.

5. Monitoring

Monitoring refers to supervising the implementation of internal control to ensure compliance with established procedures and to enable prompt decision-making. At CV. Pesona Fajar Selatan (Luwes Ponorogo Branch), monitoring is conducted by overseeing employees through the implementation of SOPs, reviewing reports and incoming goods, and inspecting inventory during visits. This enables management to take immediate action when issues arise

CONCLUSION

Based on the results of the study conducted at CV. Pesona Fajar Selatan (Luwes Ponorogo Branch), it can be concluded that the Accounting Information System for the sales and cash receipts cycle contributes to improving the company's internal control. The conclusions are as follows:

1. The implementation of the Accounting Information System for sales and cash receipts at CV. Pesona Fajar Selatan (Luwes Ponorogo Branch) is generally adequate. This is supported by the proper functioning of organizational roles, procedures, documents, and records required in the company's operations. These elements have been implemented effectively and are well-coordinated, enabling sales activities and information flow to be carried out and communicated efficiently at all times.
2. The implementation of the internal control system at CV. Pesona Fajar Selatan (Luwes Ponorogo Branch) is considered sufficiently adequate based on the COSO (2013) framework.

Research Limitations

This study is not without limitations encountered during the research process. These limitations are expected to serve as a reference for future research improvements. The limitations of this study include:

1. The study only examines the implementation of the Accounting Information System for sales and cash receipts based on interviews, observations, and supporting documentation.

2. The researcher faced difficulties in data collection due to the pandemic, which limited the scope of the study.

Recommendations

Based on the conclusions and limitations above, several recommendations can be proposed:

1. For the company: It is recommended to implement a delivery order document system to monitor inventory needs at the outlet and avoid stock overload.
2. For future researchers: It is suggested to incorporate additional contributions and utilize more recent literature to enhance insights into accounting information systems in internal control.

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